



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN VERMONT

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in VERMONT (Fiscal Year 1999 thru 2003)

Companies Supported:	9
Communities Supported:	9
Value of Exports Supported:	\$14.8 million
Value of Exports Supported - FY 2003:	\$ 3.6 million

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Northeast Regional Office

New York, Maine, Massachusetts, New Hampshire, Vermont,
New Jersey, Pennsylvania, Connecticut, Rhode Island

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Ex-Im BANK SUCCESS STORIES

GDS Manufacturing Company, in **Williston, Vermont**, is a small, 10-year-old business that is using Ex-Im Bank's short-term export credit insurance to export its high-tech, environmentally beneficial equipment to countries in **Europe** and the **Far East**. The company's chemical air transfer systems handle highly toxic materials produced in semiconductor chip and wafer manufacturing, and are used by microelectronic and pharmaceutical companies. GDS had a \$1 million Ex-Im Bank-guaranteed working capital line of credit with Banknorth Vermont in Burlington to export its products to Europe and the Far East. Banknorth is one of two lenders in Vermont with delegated authority to commit Ex-Im Bank's working capital guarantee without prior approval. For the past three years, the company has used Ex-Im Bank's insurance to protect against foreign buyer default on payment, exporting to countries including China, Ireland, and Italy. GDS estimates that its export sales assisted by Ex-Im Bank will sustain about 25 jobs and also create additional jobs.

Questech Metals Corporation, in **Middlebury, Vermont**, is a small company of approximately 75 employees that has used Ex-Im Bank's short-term insurance to sell its patented decorative tiles to **Great Britain, Europe, Australia, and Israel**. The company, in business since 1989, makes beautiful tiles that combine metal with plastic polymers. Ex-Im Bank's insurance enables Questech Metals to extend credit to foreign buyers without the need for letters of credit, which can be expensive and difficult to obtain. Ex-Im Bank's insurance has enabled Questech Metals to increase foreign sales and sustain jobs at its plant in Middlebury.

Sandora Industries Inc. in **St. Albans, Vermont**, is a small business of approximately 40 employees that manufactures and exports tags and labels. An Ex-Im Bank customer since 1994, Sandora Industries Inc. uses Ex-Im Bank's short-term insurance to offer open credit terms to foreign buyers in **Mexico, New Zealand, Taiwan, and Hong Kong**.

Flex-A-Seal Inc., a small business in **Essex Junction, Vermont**, has used Ex-Im Bank's multi-buyer insurance product to sell mechanical seals for pumps to **Mexico, South Africa, and Venezuela**. The company, in business since 1983, manufacturers high-quality mechanical sealing devices. Ex-Im Bank's insurance has enabled Flex-A-Seal to increase foreign sales and sustain jobs at its plant in Essex Junction.